

Your clients want production. Stop delivering pilots.

mimOE gives you a standardized execution layer that makes your vertical AI solutions faster to build, easier to sell, and more defensible to retain. Turn one-off AI projects into long-term managed engagements with quantifiable ROI you can put in any client RFP from day one.

Repeatable delivery

Sovereignty you can sell

Boardroom-ready ROI

Managed services upsell

THE POC TRAP

90% of AI pilots never reach production. That is an SI problem, not just a client problem.

When a client's physical AI pilot stalls, the SI carries the reputational cost. The barrier is never the model and rarely the hardware. It is the operational infrastructure required to run AI at fleet scale: coordination, security, OTA, observability, and offline resilience. mimOE is that infrastructure, pre-built and ready to embed into every engagement.

90%

of physical AI pilots never reach production
IDC / Gartner

75%

energy savings proven for agentic workloads
mimik validated

mimOE is the answer
One execution layer across every client environment.
Pilots that ship to production.

THE BUSINESS CASE

From project delivery to long-term managed engagements

mimOE becomes the common execution layer across fragmented device, on-premise, and cloud estates. Build repeatable, high-ROI vertical solutions and layer managed services on top. Every new agent, optimization, and capability becomes a natural service extension that deepens the engagement and grows account value over time.



Repeatable vertical templates

Standardize on mimOE as the core fabric for smart factories, cities, healthcare, logistics, energy, and defense. Package services on top. Lower cost every time.



Boardroom-ready ROI

Proven 75% energy savings and 80%+ cost reduction for agentic workloads. Concrete numbers to anchor proposals, accelerate procurement, and justify ROI.



Structured upsell at every stage

Once mimOE is the standard layer in a client environment, MLOps, AIOps, and agent libraries become natural extensions.



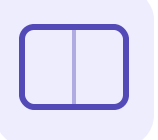
Fleet operator business model

Transform from project-based delivery to ongoing fleet operator. Manage agents, push updates, monitor all clients from one.

SOVEREIGNTY IN EXECUTION

Not just data sovereignty. Execution sovereignty.

mimOE enables SIs to contractually guarantee clients that intelligence executes on-device, on-premise, or within a specific jurisdiction based on policy. Not just where data is stored, but how and where agents think, decide, and act. This is a competitive differentiator in regulated sector RFPs that most competing SI offerings cannot match.



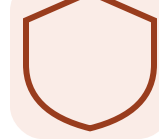
Contractual guarantee

Guarantee clients that agents think and act within defined jurisdictional boundaries. No competing SI can do this.



RFP differentiator

Opens doors in defense, government, energy, and regulated enterprise where sovereignty is a hard requirement.



Policy-driven execution

Execution context set by policy: on-device, on-prem, or multi-cloud based on real-time sovereignty rules.

CRITICAL INFRASTRUCTURE RESILIENCE

When a client asks what happens when the data center goes down

you have a concrete answer that competing SIs building on cloud-first architectures cannot give. mimOE-based solutions continue executing business logic, coordinating devices locally, and maintaining operational awareness at the edge when centralized infrastructure is gone entirely. This opens doors in defense, government, energy, and industrial sectors where catastrophic resilience is a hard procurement requirement, not a nice to have.

Defense and gov

Operations continue in conflict zones, cyber events, and comms-denied envs. Sovereignty enforced.

Energy and industrial

Oilfields, plants, grids keep running through outages and disasters. Zero interruption.

Smart cities and ports

Infrastructure maintains AI operations regardless of cloud availability. Contractually guaranteeable.

WHAT MIMOE ADDS TO YOUR PRACTICE

The execution layer that makes engagements repeatable



Dynamic agent discovery

Devices and agents find each other automatically across all client environments.



Fleet management

Manage agents, push updates, and monitor all clients from a single control plane.



Staged OTA rollouts

Test, validate, and roll out agent updates with staged deployment and rollback.



Zero-trust security

Built into every deployment. No custom security layer to build or maintain.



Single observability plane

Telemetry and tracing across all client environments from one control plane.



Offline-first delivery

Contractually guarantee solution uptime in remote, disconnected environments.

CAPABILITY COMPARISON

Your practice today vs. with mimOE

| Capability | SI practice today | SI practice + mimOE |
|---------------------------|---------------------------------|-----------------------------|
| PoC to production | Custom build per engagement | Repeatable, same runtime |
| Sovereignty in execution | Not contractually guaranteeable | Contractually guaranteed |
| Infrastructure resilience | Cloud-dependent | Edge-first, cloud-optional |
| Fleet management | Custom per client | One platform, all clients |
| OTA and agent updates | Manual or partner dependent | Staged, context-based |
| Offline operation | Not guaranteeable | Contractually guaranteeable |
| Security layer | Custom per engagement | Built-in, zero-trust |
| Energy and cost ROI | Estimated, case by case | 75% / 80%+ validated |
| Revenue model | Project-based | Managed services, recurring |

NEXT STEPS

Build your first mimOE-based vertical template

Engage the mimik partner team to co-develop your first vertical template, define your managed services attach model, and build the ROI case you can take into your first client conversation immediately. The window to own this layer is open now.

"By partnering with mimik, you gain a standardized execution layer that makes your vertical AI solutions faster to build, easier to sell, and more defensible to retain. With quantifiable cost and energy ROI you can put in any client RFP from day one, you turn one-off AI projects into long-term managed engagements with built-in upsell."

mimik Technology — Device-First Continuum AI